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Poland

Sugar

Annual

2000

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Report Highlights:
Polish sugar production is expected to decline 3 percent in MY 2000/01, but will still surpass demand. Government policies may result in increased sugar prices and industry profitability. Lower production and small stocks will result in smaller exports in 2000/01.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
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Warsaw [PL1], PL

Executive Summary

Despite an expected reduction in sugar beet area and a smaller sugar beet crop in 2000, Poland will continue to have an oversupply of refined sugar. Centrifugal sugar production is expected to decrease by 3 percent to 1.9 million tons in MY 2000/01 which will be well in excess of domestic needs and subsidized exports. Production allocated for domestic consumption has been decreased by almost 7%, which is expected to increase sugar prices on domestic market and will help improve the industry's financial condition. The Polish government uses sugar production quotas, minium prices, export subsidy and high tariffs to support the sugar industry. Sugar tariffs have been increased significantly since September 1999. At the same time, however, the government established a relatively large tariff rate quota applying previous tariff levels. Currently, Poland exports well over 300,000 tons of sugar a year using WTO-allowed export subsidies which account for one-third of exports. Poland exports sugar primarily to the former Soviet Union and the Middle East. Although exports are expected to decline significantly, to approximately 180,000 tons, a large part will have to be exported without the benefit of subsidies. Several West European companies have purchased Polish refineries and upgraded facilities. It is expected that the majority of Polish sugar refineries owned by the State Treasury will be sold to private investors during the coming year. A concept to create a domestic holding company, "Polish Sugar", from the remaining 56 companies left for privatization is still under discussion.

Production

Poland's sugar beet crop in 2000 is expected to increase to 13.0 million tons, a 2 percent increase over the 1999 crop. This increase reflects higher yields due to expected normal weather conditions than had been experienced during the previous year. However it is estimated that beets will be grown on 3% less area. The ambiguous situation in the privatization process will likely result in fewer contracts being signed and an overall reduction in planted area. Sugar production in MY 2000/01 is projected to decline 3% to 1.9 million tons. This level of production will still be 7% larger than production quotas for domestic use and for subsidized exports.

According to the Sugar Act of 1994, the Council of Ministers sets production quotas each year. Separate quotas are set for domestic consumption and for export. Quota A is established for domestic sugar sales, Quota B is for subsidy-eligible exports and Quota C, is simply all sugar produced in excess of Quota A and B. November 1996 amendments to the Sugar Act allow the Agricultural Market Agency to procure Quota A and C sugar for price intervention activities and reconstruction government stocks. Quota C can be also used to produce products with sugar content over 20 percent if the products are exported. Under pressure from the sugar industry, to support sugar prices on the domestic market, the government significantly reduced the production quota of white sugar for domestic use (quota A) by 7% to 1,520 TMT (1.652 million tons of raw sugar) for MY 2000/01. For CY 2001, the amount of sugar approved for export with a subsidy has been set at 104,400 tons (113,482 tons of raw sugar), the same level as in CY 2000 (Quota B). The total of quotas A and B for MY 2000/01 has been set at 1.77 million tons. For the current MY 1999/00, Quota A has already been slightly reduced to1.63 million tons (1.77 tons of raw sugar). Production quotas for domestic consumption for MY 1998/99 and MY 1997/98 were 1.65 million tons of white sugar (1,8 million tons of raw sugar) and for MY 1996/97, 1.63 million tons. At the same time, the quotas for subsidized exports have been gradually reduced. During the past two years, Polish refineries have criticized the government for setting quotas too high causing low prices for sugar on the domestic market. The industry suggested that quota A be set at 1.5 million tons of white sugar, which would allow the industry make a profit from sales on the domestic market. Industry officials reported that some Quota C sugar entered the domestic market as a result of poor regulations and caused a reduction in sugar prices. Higher domestic sugar prices, however, may result in increased imports despite the higher tariffs.

Reduced planted area and unfavorable growing conditions resulted in a relatively small 1999 beet crop,16% below 1998 outlook. However, sunny weather and the long fall season increased sugar content on average of 16.9% (16.6% for the 1998 crop). As a result, the industry reported that white sugar yields reached 14.43% versus 13.91% in 1998/99. Total sugar production, however, was 13% lower than the previous year. Raw sugar yields calculated per hectare of produced beets was 5.26 tons/hectare, versus 5.60 in 1998/99.

The Polish sugar industry cannot compete on the world market without an infusion of foreign capital. The industry faces debt of up to PLN 1.7 billion ($415 million) and most expert believe that privatizing the industry is its only hope of survival. Only two Polish sugar refineries have been closed since 1990, leaving 76 currently operating.

Improved efficiency has shortened the processing period over the past several years but it is still well below international norms. The average processing time for the 1999 crop declined to 54 days versus 66 days for the 1998 crop. However, according to the domestic industry, the optimal processing period should be well over 80 days in order to use refining equipment most efficiently. The average Polish sugar refinery processes approximately 3,000 tons a day compared with 12,500 tons in the Netherlands, 10,500 tons in Austria, 9,140 tons in Denmark and 7,685 tons in the rest of the European Union. Twenty-five percent of the beet crop is processed in the 9 largest refineries. Over ten percent of the refineries could be shut and production could still reach 2 million tons annually which would more than fulfill domestic needs.

The average processing capacity in Polish refineries has been increased to 169,500 tons per day from 160,000 tons in 1996. However, refineries must employ extra shifts which results in higher production but also with higher costs. In 1999/00 a plant processed 228,100 tons per day on average, 7,000 tons more than 1998. Only 10 refineries currently pay premiums for sugar content. Despite the industry’s recent improvements, for the past two years, the industry has been in an extremely difficult financial situation due to continued enormous domestic sugar supplies which keep sugar prices low and force the industry to sell sugar without any profit.

In April 2000, the Sugar Chamber, which is composed of representatives of sugar refineries and sugar banks, reported that the current financial situation in sugar industry is still poor but has shown some signs of improvement due to some recent developments. Tariff increases stopped imports of cheap sugar; sugar producers decided to switch 25% of the Quota A sugar (sugar for domestic consumption) from last year production into Quota C (sugar for export without subsidy). This decision reduced sugar supplies on the domestic market and increased sugar prices above the minimum price level (over zlotys 1.71 per kilo of white sugar). However, significant industry debt will inhibit any economic recovery for a number of companies. Many sugar plants continue to lack funds for current operations because all sale income is immediately transferred to banks as repayment for debt. In addition, sale income also goes to repay a significant number of beets farmers who did not received payments from the industry for last year's harvest.

Poland is Europe's fourth largest sugar producer, after France, Germany and Ukraine. The Polish government supports Poland's sugar refining industry through enforced production quotas, minimum domestic sugar prices, high tariffs on imported sugar and export subsidies.

Consumption

Due to large supplies, Polish sugar prices declined significantly during MY 1997/98. These prices increased around 10 percent during MY 1998/99 (see price table). However, until September 1999 the average wholesale sugar price was at the minimum level of 1.71 zlotys per kilo (without VAT tax). The actual wholesale prices reported on commodity exchanges were very often below the officially reported minimum producer wholesale prices because a significant amount of sugar entered the market outside of normal channels. Sugar refineries were paying for deliveries of coal, chemicals and other supplies with sugar produced under quota C. As a result, retail sugar prices were often below the minimum price. The minimum wholesale price for sugar for the domestic market was increased to zlotys 1.71 per kilogram for MY 1998/99 and is the same for the current marketing year. Low sugar prices, however, have not resulted in increased consumption. The overall MY 1999/00 consumption level decreased slightly (1.4%) because of the Russian crisis. Household consumption increased because of relatively cheap sugar, while consumption in confectionary and other sugar-consuming industries declined . For industries using sugar, consumption which had increased significantly in previous years slowed due to lower export demand for products containing sugar. The financial crisis in Russia has reduced exports of various processed foods containing sugar significantly.

Sugar consumption in Poland was approximately 44.1 kilograms per capita (raw value) in CY 1998. This level of consumption has remained steady since 1993. Total domestic sugar consumption is estimated to be 1.716 million tons of raw sugar (1.58 million tons of white sugar) in MY 1999/00; slightly less than the previous year. A slight recovery In consumption levels to 1.746 million tons (1.61 million tons of white sugar) is expected in MY 2000/01.

The Institute of Agricultural Economics estimates that total direct sugar consumption in households and restaurants/cafeterias is estimated at 960,000 tons of white sugar (1.0 4 million tons raw value) in CY 1999. Industrial consumption is expected to decline 9% to around 590,000 tons white sugar (641,330 tons raw value) as production of products containing sugar declines.

The following production changes were noted during January-September 1999 for major products using sugar: jam (- 26%), juices (- 19%), wines (- 8%), beer (+10.8%), chocolate (+ 1.5%), chocolate bakery products (- 4.5%), confectionary (- 22.6%), sweet bakery products (- 20.7%). These significantly reduced production levels were due primarily to the decline in demand from the Former Soviet Union. During January - June 1999, the export value for chocolate products (CN 1806), confectionary without cocoa (CN 704) and sweet bakery products (CN 190520 and 0530) declined by almost 51%. Preliminary data for the second half CY 1999 indicates similar reduction.

Besides beet sugar, Poland produces the following three sweeteners: honey, glucose and starch syrup. So far, there has been a little substitution among these sweeteners for beet sugar on the Polish market, however demand for isoglucose could increase significantly in coming years.

Production of Non-Sugar Sweeteners, 1997-1999 (1000 metric tons)

	CY 1997	CY 1998	CY 1999
Honey	9.1	9.0	9.0
Starch syrup	47.5	50.0	60.0
Glucose	1.6	3.0	20.0

Until 1996, starch syrup has been produced in Poland from potatoes. This production has been switched to utilize grains (wheat and corn) as raw material input since 1997. As a result of a new Cargill investment in Wroclaw, isoglucose production increased significantly. In 1999, isoglucose production began and will reach an estimated 60,000 tons annual capacity. It is estimated that such level of production will reduce demand for approximately 28,000 tons of white sugar. With expanding of the current plant capacity (up to 60,000 tons) and new processing plant at the same location scheduled to be finalized at the end of 2000 the glucose production could reach up to 120,000 tons. Currently Cargill produces only isoglucose 42 syrup and bio plastic; by the end of the current year HF55 (high fructose corn syrup) will be also produced. Some sources estimate total Polish demand for isoglucose at 120,000 tons annually.

Polish Proposal on Agriculture

In December 1999, Polish officials submitted their official position paper on integrating Poland's agricultural sector into the European Union. A formal response from Brussels is expected in April or may. The Polish government has requested a production quota of 1.87 MMT of white sugar (2.03 MMT raw sugar) including 216 TMT (235 TMT raw sugar equivalent) for export. In addition, Poland has requested a 20 TMT quota for isoglucose of which 5 TMT would be for export.

Trade

It is expected that during my 2000/01 Poland will have a surplus of sugar, although not as large the past two years. Considering reduced stocks and some surplus production, exports will be around 180,000 in MY 2000/01, a 50% reduction from the current marketing year.

For CY 1999, preliminary estimates for sugar exports are 422,242 tons of raw-sugar equivalent (388,447 tons of white sugar) with an average price of USD 220 per metric ton of white sugar. Despite lower subsidized exports allowed for CY 1999 and low sugar prices on the world market, CY 1999 exports were higher than in 1998. However, the majority of exported sugar was sold from 1998/99 production. Subsidized exports account for 91,000 tons of white sugar during January-September 1999, while the total quota allowed for CY 1999 was 109,100 tons more than allowed under the WTO agreement because the CY 1998 quota had some small unused portion which was carried over in the following year.

Each kilogram of sugar sold on domestic during MY 1999/00 is taxed 3 percent which will pay for sugar export subsidies in CY 2000. The tax was increased from 2% for MY 1998/99. The money will are be collected by Agency for Restructuring and Modernization in Agriculture and each sugar plant in CY 2000 which exported sugar will receive PLN 160 per ton of sugar after presenting export documentation.

WTO limits on Poland's subsidized exports of sugar, are as follows:

	WHITE SUGAR	RAW SUGAR
CY 1995	127,000	138,049
CY 1996	122,000	132,614
CY 1997	118,300	128,592
CY 1998	113,700	123,592
CY 1999	109,100	118,592
CY 2000	104,400	113,482
CY 2001	104,400	113,482

In 1999, the largest customers for Polish sugar were the countries of the Former Soviet Union, which accounted for almost 70 percent of total Polish exports. CEFTA countries were also significant buyers of Polish sugar in CY 1999. Strong exports occurred despite increased tariffs on sugar in Russia, Ukraine, Czech and Slovak Republic in 1999.

Besides sugar, Poland traditionally exports a significant amount of molasses. The high sugar content of Polish molasses brings a premium on the world market. In CY 1998, 508,300 tons of molasses were exported, 11 percent over CY 1997. Most of it was exported to the EU and some to the United States.

Despite oversupplies in Poland, some sugar imports were reported during the last few years because of relatively high sugar prices on the domestic market and due to some tariff privileges for CEFTA countries. These imports, however, were reduced in CY 1999 to only 2,246 tons of white sugar (2,551 tons of raw sugar) from 18,576 tons of white sugar (20,192 tons of raw sugar) in CY 1998. Low sugar prices on the Polish market and tariff increases up to the WTO bound levels reduced sugar imports.

Stocks

Increased sugar production during the last three years along with GOP allocations on domestic sugar sales and limits on subsidized exports as well as low prices for non-subsidized exports resulted in the accumulation of significant sugar stocks. With reduced domestic production, and some additional market restrictions it is expected that stocks will be reduced during the current marketing year and even into MY 2000/01.

In addition to sugar stocks held by the industry and pipeline stocks, significant sugar stocks are also held by the Agricultural Market Agency (ARR). The ARR is responsible for intervention sales, purchases, and for managing government sugar stocks. Based on the current regulations, the ARR can build government stocks from sugar produced within quota C. This could increase available sugar for domestic use as well as for export which in turn could lower domestic sugar prices.

Policy

Privatization

The September 1994 Sugar Industry Act still regulates the sugar industry and the privatization of refineries. Under a 5-year privatization plan, the 76 state-owned sugar refineries currently operating in Poland are grouped into five holdings. Seventeen refineries have been sold to private investors including British Sugar Overseas, Germany's Sidzucker corporation, Britain's Tate and Lyle, Germany's Pfeiffer and Langen are the major foreign investors in Polish sugar industry. Only a few sugar refineries have Polish private investors (Rolimpex). The remaining 58 plants have been consolidated into 4 holding companies. The original proposal was to sell each of the holdings to private investors. However, only the Silesia plant is currently under consideration for sale.

The government's privatization efforts for the sugar industry have become the center of a heated political debate in Poland. Labor unions, farmers and some political parties have supported the creation of one large sugar holding company from fear of plant closings, rising unemployment and reduced purchases of sugar beets. These same groups believe that the government's current policy on sugar industry privatization is not protecting the interests of Polish farmers but rather the interests of foreign investors. A group of workers from Lubelsko-Malopolska Spolka Cukrowa, a sugar company in Zamosc, and sugar beet growers associated with the plant recently organized a strike that crowned their almost 5-week long protest against the lack of progress in setting up Polish Sugar.

On December 22, 1999 the Polish Parliament approved the "Polish Sugar S.A." concept; the formation on one company which would consist of 16 sugar refineries owned by State Treasury. Shares in this company/concern would be sold "exclusively to Polish investors". However, there were a number of additional proposals including one from Gabriel Janowski (AWS), the Chairman of the Sejm's Agricultural Committee, which would have included as many as 30 refineries in the plan. The Minister of Agriculture and Rural Development, Artur Balazs, has supported the privatization of a portion of the sugar industry as a way of capitalizing "Polish Sugar". This effort threatened to "derail" the sugar privatization process in the short run. Although the Treasury provided some support for the development of "Polish Sugar", the Government Economic Committee (KERM) rejected the Treasury's proposal to set up "Polish Sugar" on the grounds that the Treasury had failed to sufficiently analyze its impact on the sugar market. The KERM believed that setting up the holding company would seriously delay the sugar sector's privatization.

In addition to the Kerm, the Sugar Chamber, which represents the majority of sugar refineries and "sugar banks" (Three or four small financial institutions which primarily help to finance refineries.) criticized the "Polish Sugar S.A." concept due to the absence of a local investor strong enough and willing to invest in the industry. The National Sugar Beet Growers Association has complained that shares would only be sold to growers who accept obligatory purchase terms which would translate into selling product at 30% of production costs. Some experts believe that the creation of one large sugar holding will mean the ultimate demise of the Polish sugar industry.

In February 2000, the Treasury held a tender which would allow a foreign company to acquire anywhere from 51 to 95 percent of all shares in Slaska Spolka Cukrowa (SSC). The Polish Treasury would keep a portion of the shares in order to preclude any "unfavorable" decisions by the new owner. SSC supplies 20% of the Polish sugar market and consists of 16 sugar refineries, 15 of which generated profits in the last quarter of 1999. At the end of 1999, SSC sold a 51 percent stake in the Cukrownia Glogow sugar plant to Pfiffer und Langen. Money from that sale was used to capitalize the remaining 16 SSC plants. In March 2000 the press reported that the Treasury Ministry has chosen Saint Louis Sucre of France and Sud Zucker of Germany as final bidders for the purchase. During the next five years the holding will need $250 million in investment to modernize.

VAT Tax

PSL Proposes New Sugar and VAT Plan

The Polish Peasants' Party (PSL) proposed draft legislation allowing claiming that farmers who sell less than PLN 80,000 in farming commodities per year should be allowed to pay VAT. This would also allow farmers to claim a refund on inputs, something which had not been previously permitted.

Pricing Policy

The Council of Ministers sets the minimum wholesale price for sugar (FOB sugar refinery warehouse, without VAT). For October 1999/September 2000, the price was set at 1.71 zlotys per kilogram (USD 0.41); same as for the previous marketing year. According to the law, sugar refineries may be obliged to pay a 7 percent tax on the value of sugar sold on the domestic market. However, the tax was fixed at two percent for sugar processed during the 1998/99 period and has been only increased to 3 percent for the current MY. The revenues from this tax are placed in a fund which is used to cover the costs of export subsidies. The level of subsidized exports are constrained by WTO limits (see table in trade section).

Tariffs

The Polish Government protects domestic beet and sugar production by applying high tariffs on imported sugar. Many products with high sugar content have an additional tariff assessed, based on the level of sugar contained in the product.

As of September 22, 1999 Poland increased its tariffs on sugar to the maximum level allowed under the WTO which will remain in effect for CY 2000. At the same time, a 60,000 ton tariff rate quota was introduced with a lower tariff level. Although the out-of quota tariffs would appear to be a very significant barrier to imports, significant quantities of sugar can enter in 2000 under the quota which is relatively high compared with Poland's traditional levels of sugar imports. If domestic sugar prices increase as a result of new market supply quota (for domestic production), imports within the quota may become profitable. The tariff rate quota for CY 2000 for sugar from all sources is 65,285 tons with 40% tariff or minimum 0.17 EUR per kilogram of sugar (PCN 1701). Tariffs for other sugars (PCN 1702) has not been changed from 1999. However tariff RATE quotas for "other sugars" was increased by 9% up to 317.7 tons with 40% tariff or minimum 0.17 EUR per kilogram for CY 2000.

The basic tariffs effective for CY 2000 are as follows::

Tariff No.	Description	MFN Countries	EU	DEV Count	LDC Count.
1701	Sugar 1/	96%, min. 0.43 EUR/kg	96%, min. 0.43 EUR/kg	96%, min. 0.43 EUR/kg	96%, min. 0.43 EUR/kg
1702	Other sugars 2/	40%, min. 0.17-0.48 EUR/kg	40%, min. 0.17-0.48 EUR/kg 2/	40%, min. 0.17-0.48 EUR/kg	40%, min. 0.17-0.48 EUR/kg
1703	molasses 3/	40%, min. 0.17 EUR/kg	40%, min. 0.17 EUR/kg	40%, min. 0.17 EUR/kg	40%, min. 0.17 EUR/kg
0409	natural honey 4/	42%	42%	42%	42%

1/ Under the Central European Free Trade Agreement with the Visigrad countries, cane sugar and raw centrifugal sugar imported from Czech and Slovak Republics has 40% tariff, no minimum specific tariff; in CY 2000 tariff quotas for sugar imports from Hungary is 10,000 tons of beet sugar at a 35 percent tariff; tariff quota for Romania is 10,000 tons of beet sugar and 5,000 tons of other sugars withing 1702 category, both at a 15 percent tariff.

2/ Chemically poor fructose and maltose, with coding PCN 1702, have a reduced tariff of 10 percent or minimum 0.04 EUR per kg if imported from EU. Also various tariff advantages apply for lactose, fructose and maltose imported from selected CEFTA countries, Lithuania, Latvia and Ferro Islands.

3/ In 2000 molasses imported from CEFTA countries have a reduced tariff of 14 percent and from Latvia of 5 percent.

4/ In 2000 there is tariff rate quota of 340 tons of honey with reduced tariff of 35 percent.

A large number of products containing sugar (tariff headings 0811, 1704, 1806, 1905, 2006, 2007, 2008, 2009 and 2105) have, in addition to the basic tariff, an additional duty for sugar contained in the product (DCC).

DCC is calculated according to the following formula: DCC = 0.0017 EUR, 0.0049 or 0.00085 EUR per 10 grams or one percent of sugar contained in each kg of product. A number of EU products are exempt from DCC tariffs.

Under the Uruguay Round Agreement which entered into force on July 1, 1995, Poland has an aggregate tariff-rate quota for products under tariff headings 1701, 1702 and 1703. The initial quota was 50,000 tons (processed product equivalent), rising to 84,000 tons over the six-year implementation period. Within-quota rates are 40%, min 0.17 ECU per kg, for 1701, 1702, and 1703. Over-quota tariffs rates are as follows:

Tariff Heading	CY 1999	Final
1701 1/	100%, min 0.45 EUR/kg	96%, min 0.43 EUR/kg
1702 2/	100%, min 0.45 EUR/kg	96%, min 0.43 EUR/kg
1703 3/	84.2%, min 0.36 EUR/kg	77%, min 0.33 EUR/kg

1/ in 2000 for tariff coding 1701 tariff quota of 65,285 tons was established with 40%, minimum 0.17 EUR per kilogram..

2/ in 1999 for some products withing coding 1702 30, 40 and 90 total tariff quota of 317.7 tons was established with preferential tariff 40 percent or minimum 0.17 EUR/kg. Part of the products withing that category has effective tariff on a same level as withing tariff quota.

3/ no tariff quota was established for tariff coding 1703 thus, these over quota rates will not be in effect; basic tariff is lower than withing quota tariff.

Marketing

Products covered by quotas, are allowed to be imported only under specific conditions. In CY 2000 the Polish government will limit the size of individual import permits within the tariff rate quotas up to a maximum 100 tons of sugar (PCN 1701) and a maximum of 20 tons for “other sugars” (PCN 1702). In CY 2000 the annual tariff quota for sugar (PCN 1701) is split into equal quantities each quarter of the year.

Sugar Beets PS&D Table

PSD Table						
Country	Poland					
Commodity	Sugar Beets				(1000 HA)(1000 MT)	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		09/1998		09/1999		09/2000
Area Planted	400	400	0	372	0	360
Area Harvested	400	400	0	372	0	360
Production	15200	15200	0	12800	0	13000
TOTAL SUPPLY	15200	15200	0	12800	0	13000
Utilization for Sugar	15200	15200	0	12800	0	13000
Utilizatn for Alcohol	0	0	0	0	0	0
TOTAL UTILIZATION	15200	15200	0	12800	0	13000

Centrifugal Sugar PS&D Table

PSD Table						
Country	Poland					
Commodity	Centrifugal Sugar				(1000 MT)	
	Revised	1999	Preliminary	2000	Forecast	2001
	Old	New	Old	New	Old	New
Market Year Begin		09/1998		09/1999		09/2000
Beginning Stocks	303	303	333	326	115	207
Beet Sugar Production	2239	2239	1815	1957	0	1900
Cane Sugar Production	0	0	0	0	0	0
TOTAL Sugar Production	2239	2239	1815	1957	0	1900
Raw Imports	0	0	0	0	0	0
Refined Imp.(Raw Val)	13	13	10	10	0	5
TOTAL Imports	13	13	10	10	0	5
TOTAL SUPPLY	2555	2555	2158	2293	115	2112
Raw Exports	0	0	0	0	0	0
Refined Exp.(Raw Val)	456	489	277	370	0	186
TOTAL EXPORTS	456	489	277	370	0	186
Human Dom. Consumption	1750	1724	1750	1700	0	1730
Feed Dom. Consumption	16	16	16	16	0	16
TOTAL Dom. Consumption	1766	1740	1766	1716	0	1746
Ending Stocks	333	326	115	207	0	180
TOTAL DISTRIBUTION	2555	2555	2158	2293	0	2112

Centrifugal Sugar Price Table

Prices Table			
Country	Poland		
Commodity	Centrifugal Sugar		
Prices in	zlotys	per uom	kilogram
Year	1998	1999	% Change
Jan	1.64	1.83	11.59%
Feb	1.67	1.83	9.58%
Mar	1.68	1.83	8.93%
Apr	1.72	1.83	6.40%
May	1.73	1.83	5.78%
Jun	1.7	1.83	7.65%
Jul	1.69	1.83	8.28%
Aug	1.68	1.84	9.52%
Sep	1.68	1.84	9.52%
Oct	1.83	1.93	5.46%
Nov	1.84	1.94	5.43%
Dec	1.83	1.91	4.37%
Exchange Rate	4.19	Local currency/US $	
Date of Quote	04/05/00	MM/DD/YYYY	

Note: The above are wholesale prices for white sugar, VAT included.

Centrifugal Sugar Import Table

Import Trade Matrix			
Country	Poland		
Commodity	Centrifugal Sugar		
Time period	Jan.-Dec.	Units:	metric tons
Imports for:	1998		1999
U.S.	33	U.S.	29
Others		Others	
Slovak Republic	11848	Germany	1666
Czech Republic	7037	Czech Republic	534
Russia	566	Mauritius	53
Germany	522	The Netherlands	32
Mauritius	42	Spain	24
Austria	25	Switzerland	26
Denmark	27	United Kingdom	23
Romania	22		
The Netherlands	14		
Total for Others	20103		2358
Others not Listed	56		55
Grand Total	20192		2442

Note: The import table reflects official (Main Statistical Office) 1998 calendar year trade and preliminary trade data for CY 1999.

Centrifugal Sugar Export Table

Export Trade Matrix			
Country	Poland		
Commodity	Centrifugal Sugar		
Time period	Jan. - Dec.	Units:	metric tons
Exports for:	1998		1999
U.S.	47	U.S.	599
Others		Others	
Uzbekistan	102475	Uzbekistan	106928
Ukraine	47104	Belarus	55824
Belarus	45727	Ukraine	47881
Russia	35960	Russia	41193
Czech Republic	24729	Czech Republic	32527
Hungary	16389	Hungary	17189
Estonia	9422	Turkmenistan	11280
Slovak Republic	9806	Algeria	14783
Turkmenistan	11171	Afghanistan	12446
Mauritius	9783	Slovak Republic	13970
Total for Others	312566		354021
Others not Listed	56009		67622
Grand Total	368622		422242

Note: The export table reflects official (Main Statistical Office) 1998 calendar year trade and preliminary trade data for CY 1999.